International Buyer Program (IBP)
IT & Telecom

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Contact Information

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For additional information regarding market research specific to your products and services, ask about our **Customized Market Research (CMR)** program by contacting us at **1-800-USA-TRAD(E)** or www.export.gov.

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International CES (Consumer Electronics Show)

Sponsor:Consumer Electronics Association (CEA), 2500 Wilson Boulevard, Arlington, VA, 22201-3834; Tel: 703-907-7600; Fax: 703-907-7675; E-mail: cea(at)ce.org

Site: Las Vegas, NV

Dates: January 5-8, 2006

Contact: Elena Grant, Director of International Marketing, International CES, 2500 Wilson Boulevard, Arlington, VA, 22201-3834; Tel: 703-907-4335; Fax: 703-907-7602; E-mail: evasquez(at)ce.org

IBP: Jennifer Harrington Tel: 202-482-0595, Fax: 202-482-0182, Email: Jennifer.Harrington(at)mail.doc.gov

Show Summary: International CES is the world's largest annual trade show for the broad-based consumer electronics technology market, from mobile electronics, audio and video, home networking information and wireless technology to high-end audio and satellite systems. It is the premier event bringing together consumer electronics product manufacturers, distributors, researchers, content developers, financial analysts, and the press with the highest concentration of buyers and decision-makers in the retail distribution channel. The 2004 International CES show had 2,491 exhibitors spread over 1.4 million square footage of paid exhibit space. The show was attended by over 95,000 professionals including 18,356 international attendees

SATELLITE Conference and Exhibition

Sponsor: Via Satellite Magazine & Satellite Business Solutions Magazine

Site: Washington DC Convention Center, Washington DC

Dates: March 2006 (exact dates TBD)

Contact: Stephen A. Schuldenfrei, Trade Show Director, Access Intelligence, LLC,

1201 Seven Locks Road, Suite 300, Potomac, Maryland, 20854

Tel: 301-354-1813; Fax: 301-340-7136; E-mail: sschuldenfrei(at)accessintel.com

IBP: Sean McAlister Tel: 202-482-6239, Fax: 202-482-0115 Email: Sean McAlister(at)mail.doc.gov

Show Summary: SATELLITE 2006 is the satellite industry's largest, most comprehensive and established conference and exposition worldwide. This is the world's largest gathering of innovations, technologies and professionals and offers invaluable business solutions and mission-critical options to specific operational requirements. During the show, long-term business contacts are developed, contracts are signed, products are

monstrated and leaders within the industry share marketplace intelligence and business solutions. The 2005 show had 206 exhibiting companies spread over 45,800 net square feet or exhibitor space. The 2005 show was attended by 4,630 professionals.

CTIA Wireless

Sponsor:CTIA (Cellular Telephone Industry Association), 1400 16th Street NW, Suite 600, Washington, DC 20036, Telephone: 202-7336-3247, Fax: 202-736-3886.

Site: Las Vegas Convention Center, Las Vegas, NV

Dates: April 5-7, 2006

Contact: Catalin Harrison, Tel.: 202-736-3247; Fax: 202-736-3886; E-mail:charrison@ctia.org

IBP:Marlene Ruffin Tel: 202-482-0570, Fax: 202-482-0115, Email: Marlene.Ruffin(at)mail.doc.gov

Show Summary: CTIA Wireless is the leading show in the wireless field in North America representing the fastest growing segments of the wireless, mobile computing and internet industries; Content aggregators, content providers, fixed wireless providers, ISP's, Manufacturers of components, hardware and infrastructure, OEM's, Service Providers, Software Developers, Towers/Siting Companies, wireless portals; Finance/Venture capitalists, retailers. Product categories to be exhibited include: antennas, bluetooth, CDPD, Cellular, Data Integration, Handsets, M-Commerce, PCS, Paging, Security, Specialized mobile radio, satellite, wireless data transmission and fixed wireless services. This will also include all Accessories and Infrastructure, Mobile Entertainment Summit; Wireless Data University; Smart Phone Summit; Wireless Venture Forum and Mobile ID.

International Security Conf/Expo (ISC-EXPO)

Sponsor: Security Industry Association (SIA), 635 Slaters Lane, Suite 110, Alexandria, VA 22314-1177. Telephone: 703-683-2075, Fax: 703-683-0392, Email: chace(at)siaonline.org.

IBP:Helen Simpson-Davis, Tel: 202-482-1882, Fax: 202-482-0115, Helen.Simpson-Davis(at)mail.doc.gov

Site: Sands Convention Center, Las Vegas, NV

Dates: April 5-7, 2006

Contact: Association Expositions & Services, c/o Dean Russo, Industry Vice President

383 Main Avenue, Norwalk, CT 06851, Direct: Telephone: 203-840-5679, Fax: 203-840-9679, Email: drusso(at)reedexpo.com

IBP: Helen Simpson-Davis Tel: 202.482.1882, Email: Helen.simpson-davis(a)mail.doc.gov

Show Summary: The ISC Expo's over 700 exhibiting companies expect to host over 12,000 attendees from around the world at this major security conference and exhibition. Among the primary product categories to be featured as part of the exhibition will be: access control, alarms, cctv, detection controls/devices, entry/exit screening systems, financial services, home automation, id systems and supplies, installation tools, supplies

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and accessories, investigation equipment/systems/services, monitoring equipment/systems and services, outdoor perimeter protection, security services, sensors, sound/communications equipment, special purpose protection, system integrators, vehicle/vehicle protection systems, wire and cable and wireless equipment/technology, biometrics. Attendees will include dealers, installers, corporate security professionals, government professionals, human resources professions and facilities protection personnel. International dealers, security system professionals and distributors are invited.

National Association of Broadcasters – NAB Show

Sponsor: National Association of Broadcasters, 1771 N Street, NW, Washington DC, 20036-2891.

Site: Las Vegas Convention Center, Las Vegas, NV

Dates: Exhibits: April 24-27, 2006; Conferences: April 22-27, 2006

Contact:Justine L. McVaney; Tel: 202-775-4971; Fax: 202-775-2146; E-mail: jmcvaney(at)nab.org

IBP Andy Bihun Tel: 202-482-3363 FAX 202-482-0178 Email: Andy.Bihun(at)mail.doc.gov

Show Summary: The NAB Show is on the ten largest trade shows in North America and provides the world's most comprehensive gathering of television, radio, film, audio and multimedia professionals. Combining a trade show floor featuring more than 1,400 exhibitors on 700,000+ net square feet of exhibit space with more than 300 educational sessions, this event annually redefines the future of electronic media. The NAB show attracts a broad cross-section of attendees from all facets of the electronic media industries and supports their business needs through comprehensive exhibits, networking events, and extensive educational programs covering engineering, production & post-production, management, sales & marketing, policy & regulation, and emerging technologies.

National Show (Cable & TelcomNEXT)

Sponsor: National Cable & TelcomNEXTmunications Association, 1724 Massachusetts Ave., NW, Washington, DC 20036; Tel.: 202-775-3669; Fax: 202-775-3692

Site: Ernest N. Morial Convention Center, New Orleans, LA

Dates: May 21-23, 2006.

Contact: Michelle Ray, Director, Event Marketing, National Cable & TelcomNEXTmunications Association.

E-mail: mray(at)ncta.com

IBP:Jennifer Harrington Tel. 202-482-0595 FAX: 202-482-0178 Email: Jennifer.Harrington(at)mail.doc.gov

Show Summary: The National Show is the largest convention and exposition for the cable and TelcomNEXTmunications industry, cable operators, program networks, advance network and component engineering, research and development, broadband applications, consumer electronics, wired/wireless TelcomNEXTmunications systems business services, provisioning, advertising and marketing. The National Show is where entertainment, technology, TelcomNEXTmunications and a world of new services such as high definition and interactive TV via the internet voice and data communications, online gaming, and home networking all converge.. Some of the TelcomNEXTmunications equipment and technology to be displayed will include transmission equipment (fiber optics, broadband amplifiers), head-end equipment (routers, switching equipment, satellite receiving stations, modulators, processors), set top boxes, cable modems.

GLOBALCOMM

Sponsor: Globalcomm, 2500 Wilson Blvd., Suite 300, Arlington, VA 22201, Telephone: 703-907-7700

Fax: 703-907-7746

Site: McCormick Place, Chicago, IL

Dates: June 5-8, 2006

Contact: Matt Flanigan, President, TelcomNEXTmunications Industry Association (TIA)

IBP:Andy Bihun Tel: 202-482-3363, Fax: 202-482-0178 Email: Andy.Bihun(at)mail.doc.gov

Show Summary: GLOBALCOMM, the premier annual communications and information technology exhibition and conference in the United States offers a comprehensive curriculum of over 150 educational sessions featuring more than 500 industry leaders and experts. Exhibits are categorized in several hundreds of products ranging from broadband and optical networking to DSL, IP Telephony, LMDS and Wireless Local Loop technologies. It is anticipated that more than 680 companies will host more than 12,000 domestic and over 2,100 international attendees.

InfoComm International

Sponsor: International Communications Industries Association, Inc. (ICIA), 11242 Waples Mill Rd., Suite 200, Fairfax, VA 222030; Tel.: 703-273-7200; Fax: 703-278-8082; Website: http://www.infocomm.org

Site: Orange County Convention Center, Orlando, FL

Dates: June 7-9, 2006

Contact: Jason C. McGraw, Sr. Vice President of Expositions

Tel.: 703-279-6361; Fax: 703-273-5924; E-mail: jmcgraw(at)infocomm.org

IBP:Wake Margo Tel: 202-482-2026, Fax: 202-482-0115, Email: Wake.Margo(at)mail.doc.gov

Show Summary: InfoComm International is the world's premier exposition and conference for the professional information communications systems integration industry. InfoComm hosts exhibitors who are direct manufacturers and distributors of professional audio, video, display, multimedia, presentation, conferencing, digital signage, streaming media, security, residential systems and other high technology products and services for non-broadcast applications in the corporate, government, military, educations healthcare and numerous other vertical markets. The 2004 InfoComm Show had 647 exhibitors spread over 263,610 square feet of exhibitor space. There were over 16,000 attendees at the 2004 show including 3,061 international visitors from 77 different countries.

C3 Expo (Corporate and Channel Computing)

Sponsor: H.A. Bruno LLC, 210 East Route 4, Suite 304, Paramus, NJ 07652. Telephone: 201-226-1130, Fax: 201-226-1121; Website: www.c3expo.com

Site: Javits Center, New York, NY

Dates: June 21-23, 2006.

Contact: Mark Dineen, 210 East Route 4, Suite 304 Paramus, NJ 07652. Telephone: 201-226-1130, Fax : 201-226-1131 , E-mail: mdineen(at)c3expo.com

IBP:Michael Thompson, Tel: 202-482-0671, Fax: 202-482-0115, Email Michael.Thompson(at)mail.doc.gov

Show Summary: C3 is the leading technology event for the corporate technology market and the channel market. It is the only show in the USA addressing both of these markets. Technologies represented will be from all the major sectors including wireless, SW applications, business services, security. A technical conference will be organized including sessions offered specifically to international attendees and delegations. Product categories to be displayed include: Security, Wireless, Networking and Database, VoIP, web applications, Linux, Windows. All hardware, software, wireless networking and online applications for the corporate and reseller/channel markets will be featured.

TELCOMNEXT

Sponsor: United States TelcomNEXT Association, 1401 H Street, NW , Suite 600, Washington, D.C 20005-2164;

Website: www.usta.org or www.usTelcomNEXT04.com

Site: The Venetian, Las Vegas, NV

Dates: October 22-26, 2005

Contact: Lee Ann Burr, Vice President, Telephone: 202-326-7255, Fax: 202-218-3542, Email: lburr(at)usta.org, URL

IBP:Andy Bihun Tel: 202-482-3363, Fax: 202-482-0178 Email: Andy.Bihun(at)mail.doc.gov

Show Summary: The United States TelcomNEXT Association (USTA) is the premier trade association representing service providers and suppliers for the TelcomNEXT industry. USTA represents more than 1,200 companies offering a wide range of services, including local exchange, long distance, wireless, internet, and cable television service.

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